To: Cote, Raymond A.
From: Campbell, Judy
Edited: 8/6/98 13:31
Subject: SALEM TEAR TAPE

Hi Ray,

I received your note this date regarding H. Fortunis (#203290) stating that August Salem Tear Tape was not shipped to retail, with note 'Wholesaler does not want'.

Based on invoicing to this account, this product was accepted and paid for on 7/27/98. Does your note mean they aren't shipping it out to retail?? If not, what are they doing with the product?

Does this mean they do not want September distribution which is already allocated for them? If not, I will need to know by tomorrow (8/7) as that is when September Salem Tear Tape orders are being placed.

Also, if account no longer wants to participate in Salem Tear Tape, if same true for H. Fortunis (#509977) as well?

Let me know,
Thanks,
Judy

CC: Macleod, Stephen, MacWilliams, Lori

Need Response
Need Voucher returned for August
UM 8/10/98 (3 VMs)
No call
Yes

51854 7906

Source: https://www.industrydocuments.ucsf.edu/docs/zgjn0000

PP606.XLS(7/9/98)

PACKING PAYMENT VOUCHER REQUEST FORM

51854 7907

AUGUST: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (DRIVE #808)

BRAND STYLES (6M): SALEM FF / SALEM FF 100 / SALEM LT / SALEM LT 100

"NOTE: THIS PROMOTION WILL BE SHIPPED MONTHLY UNLESS INDICATED IN COMMENT COLUMN.
DISPLAYS WILL BE SHIPPED ONCE PER QTR (JULY FOR JULY-SEPT). RETAILERS TO MAINTAIN FOR ENTIRE QUARTER.
RESIDUAL QUANTITIES FROM PRIOR DISTRIBUTIONS SHOULD BE UTILIZED IN NEXT MONTH AS NEEDED.
IF ADDITIONAL DISPLAYS ARE NEEDED, CONTACT JUDY.

VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.

DIV	SIS#	ACCOUNT NAME	DISPLAYS SHIPPED W/JULY DISTRIBU-TION	TOTAL NO. OF CARTONS (4 STYLES) SHOWN ON TEMPLATE FOR SHIPMENT RETAIL	TOTAL NO. OF (6M) CASES SHIPPED TO DIRECT ACCOUNT (4 STYLES)	PACKING PAYMENT ($4.75 Per Promoted 6M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 8/10/98	COMMENTS	VOUCHER # (For ROU Use Only)
S. MacLEOD										
1623	160600	DONAHUE TOBACCO (Handled by S/R 162302)	0	0	0	$0.00	*NOT INLCUDED THIS PROMOTION*			Voucher #
1623	203290	H. FOURTINS (S/REP 162309)	0	352	11	$52.25	_X___MGR/ ___ACCT	SHIPPED: (Y / N)		Voucher #
1623	509977	H. FOURTINS (S/REP 162309)	0	NO TEMPLATE (QTR DISTRIBUTION)	0	$0.00	_X___MGR/ ___ACCT	SHIPPED: (Y / N)	R. COTE TO PROVIDE CUSTOMER LIST TO DIRECT ACCT	Voucher #
1623	335710	KINGSTON CANDY (Handled by S/R 162305)	0	0	0	$0.00	*NOT INLCUDED THIS PROMOTION*			Voucher #
1623	356150	LAVIN (Handled by S/R 162301)	0	56	4	$19.00	_X___MGR/ ___ACCT	SHIPPED: (Y / N)		Voucher #
1623	431520	MOHAWK (Handled by S/R 162303)	0	0	0	$0.00	*NOT INLCUDED THIS PROMOTION*			Voucher #
1623	619822	WUSTEFELD (Handled by S/R 162306)	0	0	0	$0.00	*NOT INLCUDED THIS PROMOTION*			Voucher #

VM - (3rd) 7.

Wholesaler DOES NOT WANT

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